



Lancaster County, South Carolina

Where Business is Golden



Immediately south of Charlotte, in one of America's top states for business, is Lancaster County, South Carolina. The county has one of the most amazing stories to tell. It is the story of a community that was once a world-renowned center for the textile industry that found a way to reinvent itself by becoming home to the largest commercial gold mine operation east of the Mississippi River and then a premier location for corporate headquarters facilities, advanced manufacturing operations, technology enterprises and customer service centers.

Businesses from around the globe have discovered the many advantages afforded by a Lancaster County location. With so many striking gold here, Lancaster County's future promises to be one that continues to glitter and shine. Stake your claim in Lancaster County, where business is golden!

Lancaster County's Business Gold Rush

Lancaster County's prime location in the Charlotte Region and State of South Carolina offers businesses a number of strategic advantages including a large and talented workforce, excellent market access and logistics, a pro-business environment, supportive local and state partners, aggressive incentives and the outstanding quality of life that South Carolina has become famous for around the world. Lancaster County's two primary business sectors are advanced manufacturing and corporate facilities. Manufacturing represents the largest business sector for both employed residents of the county and jobs in the county. Approximately 5,300 or 15.9% of all the county's employed residents work in manufacturing and 17.2% or 2,975 jobs in the county are manufacturing based. The county is the corporate headquarters for seven international businesses that employ over 4,600 associates.

Lancaster County recognizes the importance of a healthy and vibrant economy to the community, which is why the county has maintained for many years a business climate that allows for innovation and encourages business growth. The county is recognized as one of the most attractive locations for business, not just in South Carolina and the Charlotte Region but the Southeast and United States. Lancaster County consistently ranks among the top counties in South Carolina and the nation for new investment and growth. From 2012 to 2016, the County announced thirty-six new and expanding projects totaling \$1.095 billion and 8,300 new jobs. The county is truly experiencing a business gold rush.





Lancaster County has three unique business areas that drive the county's economy:

Indian Land

- Located in Lancaster County's panhandle, Indian Land is the fastest growing area of the county. Adjacent to the City of Charlotte and the prestigious Ballantyne Community, one of Charlotte's most affluent neighborhoods, the area is accessible from I-485 via US 521 or I-77 via SC 160.
- One of the hottest corporate addresses in the region and state, Indian Land is home to substantial corporate headquarters operations for **Continental Tire of the Americas** (tires and automotive), **INSP Network** (family television), **Keer America** (textiles), **Movement Mortgage** (financial services), **Red Ventures** (internet marketing) and **Sharonview Federal Credit Union** (financial services). In 2017, **CompuCom Systems** (IT) will open its global headquarters



in Indian Land and have **1,500 associates** at the location by 2022.

- Business operations for world-class companies such as **AECOM** (nuclear engineering), **Cardinal Health** (medical products), **Honeywell** (scanning equipment), **Kennametal** (metal parts) and **TriNet** (human resource consulting) are located in Indian Land and have over 1,000 employees.
- **Class A business parks** such as **Bailes Ridge Corporate Park**, **Edgewater Corporate Park** and



McMillian Industrial Park offer opportunities for office and light industrial projects.

- **69%** of the population within five miles of Indian Land are **white collar professionals**.
- **Indian Land** is home to the nationally acclaimed, **3,400-home, Sun City Carolina Lakes** active adult community.
- The area offers access to **unlimited retail, dining, entertainment, professional service and executive housing options** throughout the Charlotte Region.



Lancaster

- The City of Lancaster is the county's **advanced manufacturing and government center**.
- Access to Lancaster is via **4-lane highways US 521 and SC 9** which connect to **I-77 and I-485**.
- Once a textile-dominated community that employed thousands in its mills, the Lancaster area has **diversified by attracting** thousands of new jobs in advanced manufacturing operations.
- Lancaster is home to significant operations for **Accutrex Products** (metal stampings), **AkzoNobel** (specialty parts), **Bowers Fibers** (fiber byproducts), **Central Wire** (stainless steel wire), **Cooley Group** (advanced polymers), **Fab Fours** (automotive bumpers), **Founders Federal Credit Union** (financial services), **Industrial Manufacturing Services** (metal fabrication), **MAKROchem** (carbon black), **Nutramax Labs** (nutraceuticals), **3i** (seat cushions), **Silgan Containers** (metal containers) and **Valmet** (pulp and paper technology).
- Located just off SC 9 is the former **Springs Industries Redevelopment Site** which offers a tremendous opportunity for industrial redevelopment. The **484-acre** site has **2 million square feet of industrial space, rail**

access and an **active water withdraw permit** from the adjacent Catawba River for **30 million gallons per day**. The site is less than **12 miles from I-77** via SC 9.

- A number of prime industrial parks and properties, including **county-owned and rail-served sites**, are available for development in Lancaster. Industrial buildings for sale and lease include the Springs Industries and Duracell properties.
- Lancaster County's **general aviation airport, McWhirter Field**, is located in Lancaster. The airport has a **6,000-foot runway** which can accommodate a wide variety of aircraft.
- **University of South Carolina Lancaster**, primarily a liberal arts college with 1,800 students, offers two- and four-year degrees.
- A number of **established, executive neighborhoods** are located in and around the City of Lancaster.
- Recreational opportunities in the area include **Andrew Jackson State Park, kayaking and fishing** on the Catawba River, and year-round **performing arts/ concerts** at USC Lancaster.



Elgin, Heath Springs & Kershaw

- Elgin, Heath Springs and Kershaw are located in the southern portion of Lancaster County and are home to **agricultural, manufacturing and mining operations**.
- The main thoroughfare for the area is **US 521** which serves as **Main Street** for all three communities.
- **OceanaGold/Haile Gold Mine**, located in Kershaw, is the **largest commercial gold mine east of the Mississippi River**. It has an estimated \$2 billion of gold to be mined and will employ over **350 associates** when fully operational in 2018.
- **Advanced manufacturing operations** are prominent throughout the region with companies such as **Horton Machinery** (machining), **Pattison Sign** (signs), **Rico Industries** (sports merchandise) and **Trinity Meyers** (steel utility poles).

- Agriculture is important to the area's economy. **Archer Daniels Midland** operates a **soybean processing** facility in Kershaw.
- **Heath Springs Industrial Park** is a county-owned property with **3 to 28 acre** tracts available for development and is home to Rico Industries.
- The **Town of Kershaw** is developing a **120-acre industrial park** on US 521 with all utilities and rail.
- **Charming neighborhoods with historic and classic homes** can be found in and around Downtown Heath Springs and Kershaw.
- **Outdoor recreation** in the area includes **golf, horseback riding and hiking**.





Population and workforce



- Lancaster County is ideally situated in the Charlotte, NC/SC MSA which has a population of over 2.8 million and labor market of 1.5 million.
- The county has an estimated population of 85,842 and since 2010 an annual growth rate of 1.8% which make it the 10th fastest growing county out of South Carolina's forty-six counties.
- In October 2016 the County's labor force was 36,942 with an unemployment rate of 5.1%.
- Lancaster County and the Charlotte Region provide a highly skilled and educated workforce for a wide array of businesses. Educational attainment for the region is above the national average with 59% of residents twenty-five and older having at least some college experience and 30% having earned at least a bachelor's degree. In Lancaster County, 82.1% of residents over the age of twenty-five are high school graduates and 27.9% hold a college degree. In the Indian Land area of the county, 92% of the residents over the age of twenty-five have a high school diploma.
- Manufacturing jobs account for approximately 3,000 jobs in the county and is the largest business sector, representing 17.2% of the jobs in the county. Manufacturing represents the largest employment sector for residents with 5,300 or 15.9% working in it.
- Lancaster County's 2016 per capita income is \$38,043 which ranks 9th in the state.



Transportation and infrastructure

Highways and Interstates

- Excellent logistics are one of the many strengths of Lancaster County and the Charlotte Region. Multiple highways and interstates are easily accessible from Lancaster County. **Interstates 485 and 77 are just ten minutes away from Indian Land** via US 521 (four lanes) and SC 160 (being widened to three and four lanes). **From the City of Lancaster, I-77 is twenty minutes away via SC 9** (four lanes).
- **Interstates 20, 40 and 85 are anywhere from a half hour to one hour** from most business locations in the county.

Air Service

- **Charlotte Douglas International Airport (CLT)**, the nation's sixth-busiest airport with 715 daily nonstop flights and more than 159 nonstop destinations, is located thirty to forty-five minutes from Indian Land and Lancaster.
- CLT offers daily nonstop service to major international destinations including Frankfurt, London, Paris, Rome, Munich, Toronto, and Mexico City. On-site air cargo facilities are operated by UPS, FedEx, Emory Worldwide and DHL.
- **Lancaster County Airport-McWhirter Field** is a well-managed general aviation airport with a 6,000-foot lighted runway that can accommodate most types of corporate jets.

Rail Service

- The **Lancaster and Chester (L&C) Railroad** has been providing rail freight service to businesses in Lancaster and Chester Counties for more than 117 years.
- **L&C Railroad** provides customized, competitive rail freight service to customers and offers connections to both **CSX** and **Norfolk Southern**. The railroad is now part of Gulf & Ohio Railways.
- There are over **60 miles of rail located in Lancaster County** that have access to thousands of acres of industrial property including several county-owned industrial parks.



Port of Charleston

- The **Port of Charleston** is the busiest container port along the Southeast and Gulf coasts and is located less than three hours from Lancaster County. The port ranks fourth nationally in volume.
- The **Port of Charleston** is also one of the most productive in the U.S., averaging 41 moves per hour per crane which is well above the national port standard of 25-27.
- **Thirteen of the top fifteen container carriers** in the U.S. serve the port.
- Rail access from Lancaster County to the **Port of Charleston** is through the L&C Railroad which provides connections to intermodal carriers.
- Additional ports are available in **Savannah, GA** and **Wilmington, NC** which are less than three hours from Lancaster County.

Utilities

- Electrical service in Lancaster County is among the most economical and dependable in the U.S. The county is primarily served by **Duke Energy** which generates much of its power from nuclear. Other areas of the county are served by **York Electric Cooperative** and **Lynches River Electric Cooperative** which are highly competitive.
- **Lancaster Natural Gas** provides natural gas service to most industrial properties throughout the county.
- **Lancaster County Water and Sewer District** serves industrial and commercial properties throughout most of the county. **The City of Lancaster** provides water and sewer service to most industrial and commercial properties in the city.
- **Comporium Communications** is the major provider of high-speed fiber throughout much of Lancaster County. Additional high-speed Internet service is available through firms such as **Time Warner Cable** and **AT&T**.



Location

Lancaster County offers a prime location in the Charlotte Region, one of the fastest growing areas in the U.S., with all the business advantages of a South Carolina location. This means access to a skilled and sizable workforce of over 1.5 million, an efficient highway and interstate system, the nation's 5th busiest airport (Charlotte Douglas International Airport), twenty universities and technical/community colleges, pro-business county and state governments, aggressive incentives and favorable business climate and the outstanding quality of life found in South Carolina, with all of the international amenities offered by a world class city like Charlotte.

- The county is **easily accessible** to a number of major markets in the Southeast, Mid-Atlantic and Midwest.
- 60% of the U.S. population can be reached in a one-day drive.

Charlotte, NC.....3 miles
 Charleston, SC..... 177 miles
 Savannah, GA..... 241 miles
 Atlanta, GA..... 247 miles
 Birmingham, AL 403 miles
 Washington, DC..... 418 miles
 Pittsburgh, PA..... 466 miles
 Cincinnati, OH 490 miles

Philadelphia, PA..... 556 miles
 Indianapolis, IN..... 594 miles
 Memphis, TN 632 miles
 New York, NY 642 miles
 Detroit, MI..... 649 miles
 Miami, FL 717 miles
 Chicago, IL 774 miles

Business Incentives

- Lancaster County is **one of the most aggressive counties in South Carolina** in providing incentives for new and expanding businesses.
- The county offers **Fee-In-Lieu-of-Tax (FILOT)** agreements for new and expanding businesses that typically range from **20-30 years**, reduce the assessment rate from **10.5% to 6%** and provide a **locked-in millage rate** for the term of the agreement.
- Lancaster County offers new and expanding businesses **Special Source Revenue Credits (SSRC)** which reduce a company's tax liability by providing a credit against FILOT payments or ad valorem (Standard) property taxes. These credits are typically **five to ten years** and range from **25%-50%**.



- In 2017, **Lancaster County is a Tier II county** for South Carolina's **Jobs Tax Credits** and **Job Development Credits**.
- New and expanding businesses in Lancaster County that create an average of ten new jobs annually earn

Job Development Credits of \$3,750 per new job for five years. The credit can be applied against **50% of the company's annual state income tax liability.** **Unused credits can be carried forward for 15 years.**

- **Job Development Credits is a state discretionary incentive** that can be used for **capital expenses and training costs** related to a project. The credits are available for those jobs that are at or above the county's average wage rate. A company is given a credit against the withholding tax for the position and is available for ten years. The credit is applied against **70% of the position's annual withholding tax with a maximum amount of \$3,250 per job.**

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